



## Business Opportunities Seminar

# “Demystification of the Asian Development Bank”

featuring

**Ambassador Paul W. Speltz**

U.S. Executive Director,  
Asian Development Bank

**Frank Foster**

Director, U.S. Commercial Service Liaison  
Office for the Asian Development Bank

**Robert Rothery**

Principal Procurement  
Specialist,  
Asian Development Bank

**Robert Bestani**

Director General, Private  
Sector Finance Department,  
Asian Development Bank

**Gregory London**

Principal Consulting  
Services Specialist,  
Asian Development Bank

**April 1, 2004 ■ 8 a.m. to 4:30 p.m.**

**Partnership Board Room ■ 1200 Smith, Suite 700**

*Registration*

8 – 8:30 a.m.

*Program*

8:30 a.m. – 12:30 p.m.

*Networking Lunch*

12:30 – 1:30 p.m.

*\*Break-out Sessions*

1:30 – 4:30 p.m.

*\*\*Business-to-Business meetings are available on the morning of Friday, April 2, 2004.*

***Lunch graciously hosted by JPMorgan Chase.***

The Asian Development Bank (ADB) is a multilateral financial institution, established in 1966 to improve the living standards of its Developing Member Countries throughout the region. The U.S. and Japan are the largest shareholders. Preliminary figures for 2003 show that the U.S. share of ADB procurement reached \$203.7 million—including \$31.6 million for consulting contracts and \$172.1 million for goods, civil works and related services. Since the ADB's founding in 1966, the U.S. cumulative share of procurement exceeds \$5.41 billion—\$4.6 billion for goods/civil works and related services and \$786.5 million for consulting services. In terms of overall share of ADB-funded procurement among donor member countries, the U.S. ranks first.

The U.S. Commercial Service Liaison Office for the Asian Development Bank (CS/ADB) is a part of the U.S. Department of Commerce's global network of export development offices. CS/ADB works directly with U.S. firms to target major project, consulting and procurement opportunities generated from the ADB's direct lending. The CS/ADB also works with US sponsors/developers of private projects who can benefit from the lending and risk mitigation activities of the ADB's Private Sector Finance Department and the Bank's Office of Co-financing Operations, leveraging the resources of other official and commercial lending institutions. Through ADB's co-financing activity, US financial institutions have opportunities to participate in ADB-supported private project lending.

**Please return the attached reservation form by noon, March 30, 2004.**

**For more information, call Pat Foley at 713-844-3637 or e-mail [pfoley@houston.org](mailto:pfoley@houston.org).**



## Business Opportunities Seminar

# “Demystification of the Asian Development Bank”

**April 1, 2004 ■ 8 a.m. to 4:30 p.m.**  
**Partnership Board Room ■ 1200 Smith, Suite 700**

\*To attend an afternoon break-out session please select from the following: *Each session is scheduled for 1:30 to 4:30 p.m. on April 1.*

- ☐ **Group 1:** Goods and Civil Works (*topics include the project cycle, ADB's procurement system and preparation of responsive bids*)
- ☐ **Group 2:** Consulting Services (*topics include the project cycle/business potential, how to be shortlisted and contract negotiations/administration*)
- ☐ **Group 3:** Private Sector and Co-financing (*topics include catalyzing investments: equity investments, loans, guarantees; and complimentary financing scheme*)

### **April 2, 2004**

\*\*For business-to-business meetings please select from the following list: *All meetings will be arranged based on a first-come first-served basis between the hours of 8:30 a.m. to noon on April 2.*

- ☐ **Ambassador Paul W. Speltz**, U.S. Executive Director, Asian Development Bank
- ☐ **Frank Foster**, Director, U.S. Commercial Service Liaison Office for the Asian Development Bank
- ☐ **Robert Rothery**, Principal Procurement Specialist, Asian Development Bank
- ☐ **Robert Bestani**, Director General, Private Sector Finance Department, Asian Development Bank
- ☐ **Gregory London**, Principal Consulting Services Specialist, Asian Development Bank

---

## RESERVATION FORM

***Please respond by noon, March 30, 2004 ■ No refunds or cancellations after March 30, 2004.***

**MAIL** this form with payment by check or credit card to:

Greater Houston Partnership, Attention: Maria Casas, 1200 Smith, Suite 700, Houston, TX 77002-4400.

**OR FAX (payment by credit card only)** this form with credit card information to: Maria Casas at **713-844-0262**.

\_\_\_\_\_ Individual member at **\$40** each

\_\_\_\_\_ Individual nonmember at **\$80** each

Name(s) \_\_\_\_\_ Title(s) \_\_\_\_\_

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_

Payment by ☐ Check (payable to **Greater Houston Partnership**) ☐ MasterCard ☐ VISA ☐ American Express

Credit Card Account No. \_\_\_\_\_ Exp. Date \_\_\_\_\_ Payment Amount \$ \_\_\_\_\_

Print Name on Account \_\_\_\_\_ Signature \_\_\_\_\_

**For more information, call Pat Foley at 713-844-3637 or e-mail [pfoley@houston.org](mailto:pfoley@houston.org).**